

Minara Global Business Series— Business in India

Minara Global Business Series has taken off to a great start for 2016 with the Business in India presentation held on 16 March at the Minara Conference Room in Sherwood.

Members in attendance were keen to gain facts and figures of India's economy and culture with an apt presentation by the Consul General of India Mr R Raguathan who was accompanied by the Trade Consul officer Mr SK Rawat.

Mr Raguathan highlighted the India incubation project which provides skills for South Africans in specific areas who are equipped to start their own small businesses.

With a growth economy accelerated to 7.6 for 2015—2016 India is sure to become a must destination for every business person or tourist.

With the new online visa application method travelling arrangements is sure to be a ease.

The next Minara Global Business Session, Business in the USA, will be held on the 6th April 2016. For more information contact Amina at the Minara office on 031 2081898 or email kzn@minara.org.za



Inside this issue

- Minara Global Business Series
- Chief Economist Dawie Roodt addresses Minara members
- Mauritian Expo In Durban
- Where will the growth come from? By Farouk Ebrahim, KPMG
- Youth Entrepreneurs in Conversation
- Upcoming Events

Minara Gauteng



The TEARS Foundation, Nordic South Africa Business Association and Minara Chamber of commerce jointly hosted Chief Economist Dawie Roodt for a business breakfast on the 15th March 2016.



At an event attended by over 70 businesses Dawie shared valuable insights on the trajectory of the Economy in South Africa and provided valuable advice on risk mitigation and investments in South Africa.



The host organisations would like to say **THANK YOU** to all of you whom attended and also further express our sincere gratitude to Dawie Roodt, Radisson Blu, Volvo South Africa and Avon.



Minara Chamber members were invited to the **Mauritian Buyers and Sellers meeting** held on the 14th March 2016 at the Hilton Hotel, Durban whereby Minara President Ebrahim Patel attended the opening meeting to meet with Mauritian dignitaries to discuss further business opportunities for members of the Chamber.



Left to right:

- Sindi Shangase, BSU, eThekweni Municipality,
- Ebrahim Patel, President, Minara Chamber of Commerce,
- Barlen Pillay Vyapoory, His Excellency, The High Commissioner of the Republic of Mauritius,
- Nirode Bramdaw, Honorary Consul for Mauritius,
- CIlr Logie Naidoo, The Speaker, eThekweni Municipality,
- Arvind Radhakrishna, CEO, Enterprise Mauritius,
- Geerish Bucktowonsing, Manager, Enterprise Mauritius,
- Vani Moodley, Vice President, Durban Chamber of Commerce and Industry

Where will the growth come from: The connection between Loss of Sales (LoS) and Supply Chain Network Integration

Farouk Ebrahim, CA,SA



Continuing our journey towards organisational growth I will take a closer look at Supply Chain and discuss the connection between Loss of Sales (LoS) and supply chain network integration.

In today's competitive market keeping customers happy is imperative to business' sales growth and success. Meeting customer demand is influenced significantly by factors such as supply chain visibility, agility, supplier collaboration as well as the level of supply chain network integration.

How well organisations really understand the connection between LoS and supply chain network integration remains a hot topic. Recent surveys indicate that replenishment is just not fast enough and many organisations are losing sales as a result. But the evidence is also there that organisations with higher levels of network integration are serving their customers better, ultimately sustaining and growing sales. The real impact of LoS remains difficult to measure and when organisations investigate LoS they typically ask:

Are we holding enough stock,
have we ordered on time and;
Is our forecasting accurate enough?

In KPMG's Global Manufacturing Outlook Survey 2015, 42% of organisations indicated that flexibility and responsiveness to shifts in demand remains a top priority for supply chains. Whilst an overwhelming 78% of organisations surveyed felt that partnerships will continue to characterise the future of innovation in their supply chains. Without reliable suppliers, keeping customers happy is virtually impossible.

Moving beyond the internal supply chain, network integration holds clear benefits such as improved forecasting accuracy, better understanding of customer preferences and faster turnaround times. Whilst the merits for network integration is there understanding the impact suppliers have on sales growth is paramount. Many organisations have yet to select the right business partners or are contracting with poor performing suppliers. Initial integration assessments often demonstrate that organisations are not measuring supplier performance adequately, not using the correct performance metrics and have contracting arrangements falling short.

With supply chain network integration gaining momentum, identifying your strategic partners objectively is critical in a time when technology and supply chain innovation is shaping the way organisations perform.

In my next article I will focus on organisational strategy and how this can be key steering mechanism for an organisation's journey towards growth.

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YOUNG ENTREPRENEURS IN CONVERSATION



The Minara Young Entrepreneurs in Conversation took off to a great start in later February with our first guest speaker, Mr Shabir Chohan, CEO OF Albaraka Bank.

The session was well attended with the attendance of entrepreneurs to University students who gained much from the advise and expertise shared by Mr Chohan.

Shabir Chohan left the young group be reiterating a famous quote It's your ATTITUDE not your APTI-



Continuing with the Young Entrepreneurs in Conversation Minara Youth wing hosted Riaz Haffejee, CEO of Sumitomo Rubber Industries on 30 March at the Chocolate and Cheesecake bar, Durban.

Mr Haffejee shared his experience and dynamic career history from his early days in the workshop of ford to the mobile industry and now returning to a key sector of the automotive Industry as the CEO to one of the leading tyre companies in South Africa.

Mr Haffejee left the young delegates by emphasizing on not to give up and having self confidence as an entrepreneur or as individual is your key strength in any goal you set for yourself.

Upcoming Events



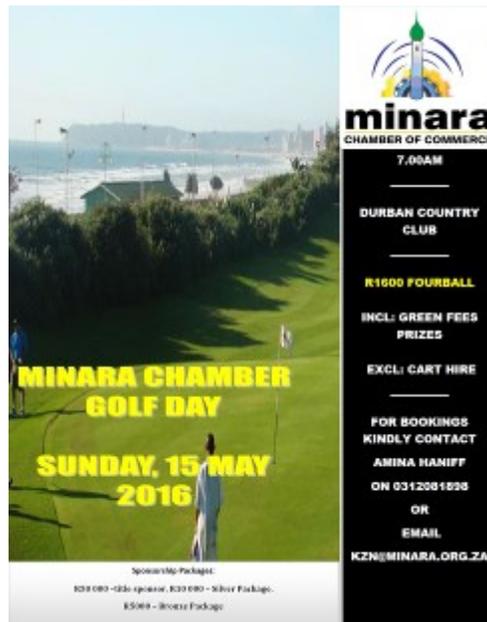
Date: 6 April 2016

Time: 6.30pm

Topic: Business in the USA

Guest : Consul General of United States Ms Francis Chisholm

For more information email kzn@minara.org.za or WhatsApp 0731786830



Considering becoming a member or more information on the Chamber and its Activities

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